

Message Text

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PAGE 01 BEIRUT 04821 241622Z

62

ACTION EB-11

INFO OCT-01 EUR-25 NEA-10 ISO-00 CAB-09 CIAE-00 COME-00

DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01 FAA-00 XMB-07

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TO SECSTATE WASHDC 7538

INFO AMEMBASSY ABU DHABI

AMEMBASSY ANKARA

AMEMBASSY CAIRO

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LONDON

AMEMBASSY NICOSIA

AMEMBASSY PARIS

AMCONSUL ISTANBUL

FAA BRUSSELS

USINT DAMASCUS

C O N F I D E N T I A L BEIRUT 4821

DEPT PASS COMMERCE FOR COHEN AND EXIMBANK

EO 11652: GDS

TAGS: ETRN, SY

SUBJECT: SYRIAN ARAB AIRLINES REEQUIPMENT AND LINES OF
DEVELOPMENT

REF: DAMASCUS 0390; BEIRUT 4433

SUMMARY: SYRIAN ARAB AIRLINES EQUIPMENT DECISION THREE
NEW AIRCRAFT MAY BE RENDERED THIS WEEK. SOME INDICATIONS
A-300B4 (EUROPEAN AIRBUS) THREAT TO US AIRCRAFT MANU-
FACTURERS SLIGHTLY DIMINISHED. BOEING 707-320C BACK
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PAGE 02 BEIRUT 04821 241622Z

IN PICTURE; HOWEVER, SOME INDICATIONS HERE AIRLINE MAY

BE SPECIFICALLY ORDERED TO ACQUIRE WIDEBODIED AIRCRAFT (DC-10 OR L-1011) BY HIGHEST SARG AUTHORITY. US PROSPECTS FAVORABLE UNLESS FRENCH POLITICAL PRESSURES CAN OVERCOME SERIOUS PAYLOAD/RANGE DEFICIENCIES A-300B4 ON SECTORS EXCEEDING 1,800 MILES. END SUMMARY.

1. DOUGLAS AIRCRAFT COMPANY AND LOCKHEED-CALIFORNIA SOURCES BEIRUT INDICATE SYRIAN ARAB MAY RENDER ITS NEW AIRCRAFT EQUIPMENT DECISION THIS WEEK. ACCORDING LOCKHEED'S GEORGE LOMBARD, SARG PRESIDENT ASSAD WILL REPORTEDLY ISSUE TWO SPECIFIC DIRECTIVES TO AIRLINE THIS WEEK, ONE OF WHICH CALLS FOR PROMPT EQUIPMENT DECISION AND ANOTHER THAT SYRIAN ARAB SELECT LATEST AND BEST TRANSPORT AIRCRAFT AVAILABLE. THIS, TO LOMBARD, APPEARS TO NARROW CHOICE TO EITHER L-1011 TRISTAR OR DC-10. DOUGLAS SOURCES NOW BELIEVE AIRBUS INDUSTRIE A-300B4 THREAT HAS ABATED AND THAT BOEING 707-320C IS DC-10'S MOST SERIOUS COMPETITOR. LOCKHEED SHARES VIES A-300B THREAT HAS DIMINISHED BUT THAT DC-10, NOT BOEING 707-320C, IS LOCKHEED L-1011'S MOST SERIOUS COMPETITOR. BOEING 707-320C HIGHLY VIABLE AIRCRAFT WHICH APPEARS WELL-SIZED TO SYRIAN ARAB'S TRAFFIC REQUIREMENTS OVER THE NEXT THREE YEARS. HOWEVER, DOGLAS AND LOCKHEED STRESSING THAT BOEING 707-320C WILL NOT BE AS RESPONSIVE AS WIDEBODIED TRIJETS TO HANDLE TRAFFIC GROWTH FROM FOURTH TO FIFTEENTH YEARS OF THE AIRCRAFT'S DEPLOYMENT AND WILL NOT BE AS RESPONSIVE TO THE COMPETITIVE IMPACT OF WIDEBODIED TRIJETS WHICH WILL BE DEPLOYED BY OTHER AIRLINES IN THE AREA COMMENCING 1975 AND 1976.

2. REGARDING DC-10 RECENT CARGO-DOOR PROBLEM, WE UNDERSTAND CHIEF EXECUTIVE OFFICERS OF DC-10-USER AIRLINES UNITED, OVERSEAS NATIONAL, AIR NEW ZEALAND, KLM, AND AMERICAN AIRLINES, IN RESPONSE TO SPECIFIC REQUEST BY DOUGLAS AIRCRAFT COMPANY PRESIDENT JOHN BRIZENDINE, HAVE FORWARDED VERY STRONG STATEMENTS OF ENDORSEMENT TO SYRIAN ARAB CHAIRMAN MOUKAYED REGARDING PASSENGER-APPEAL, PERFORMANCE, AIRWORTHINESS, AND SAFETY OF THEIR DC-10S. ACCORDING DOUGLAS SOURCES HERE, MORE AIRLINE CHIEF EXECUTIVE OFFICERS EXPECTED TO CABLE THEIR ENDORSEMENTS OF DC-10 WITHIN NEXT SEVERAL DAYS.
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PAGE 03 BEIRUT 04821 241622Z

3. BARRY LELLO, UK RCAA, INFORMS RCAA THAT BRITISH EMBASSY DAMASCUS VERY ACTIVE IN PROMOTING LOCKHEED TRISTAR AND, IN THIS REGARD, UK AMBASSADOR RECENTLY CALLED ON GENERAL TLASS, MINISTER OF DEFENSE, IN DIRECT SUPPORT TRISTAR ACQUISITION SYRIAN ARAB AIRLINES, ACCORDING LELLO, HMG FOREIGN OFFICE HAS ADVISED UK EMBASSIES TO SUPPORT TRISTAR IN ANY SALES CONFRONTATION BETWEEN LOCKHEED

L-1011 AND AIRBUS INDUSTRIE A-300B. THIS POLICY DUE
HMG SOLE OWNERSHIP ROLLS-ROYCE LIMITED (SINCE 1971), WHICH
MANUFACTURES TRISTAR'S RB211-22B ENGINES. ACCORDING
LELLO, UK PARTICIPATION IN A-300B IS PRIVATE VENTURE BY
HAWKER SIDDELEY WHICH DESIGNS AND MANUFACTURES THE WINGS,
AND WHOSE SHARE IN A-300B MUCH LESS THAN ROLLS-ROYCE
SHARE IN L-1011 TRISTAR. WE NOTE AIRBUS INDUSTRIE COMPOSED
OF AEROSPATIALE OF FRANCE; DEUTSCHES AIRBUS (MBB/VFW-
FOKKER), OF W. GERMANY; CASE OF SPAIN; FOKKER-VFW OF
NETHERLANDS; AND HAWKER SIDDELEY.
GODLEY

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